

Message Text

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ACTION EA-14

INFO OCT-01 ADP-00 COME-00 CIAE-00 EB-11 INR-10 LAB-06

NSAE-00 PA-03 RSC-01 SIL-01 USIA-15 PRS-01 NSCE-00

NSC-10 TRSE-00 SS-15 L-03 H-03 STR-08 OMB-01 RSR-01

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R 150001Z AUG 73

FM USLO PEKING

TO SECSTATE WASHDC 558

INFO AMCONSUL HONG KONG

C O N F I D E N T I A L PEKING 0789

E.O. 11652: GDS

TAGS: ETRD, BEXP, CH, US

SUBJ: USG REPRESENTATION AT CANTON TRADE FAIRS

REF: STATE 135791

SUMMARY. A SUGGESTED PROGRAM FOR USG REPRESENTATION AT THE CANTON FAIR HAS BEEN WORKED OUT BY USLO AND CONGEN HONG KONG. USLO'S INITIAL ESTIMATES OF ADDITIONAL FUNDING REQUIRED IS INCLUDED IN THIS MESSAGE. END SUMMARY.

1. USLO REQUESTED APPOINTMENT WITH MINISTRY OF FOREIGN TRADE (MFT) TO DISCUSS CANTON FAIR PROPOSALS, INCLUDING PARTICIPATION BY NATIONAL COUNCIL FOR US-CHINA TRADE (NCUSCT). ALTHOUGH MEETING WAS REQUESTED THREE WEEKS AGO, NO APPOINTMENT HAS YET BEEN GRANTED. WE HAVE RENEWED OUR REQUEST FOR MEETING AT EARLY DATE.

2. IN THE MEANTIME, CONGEN AND USLO HAVE DISCUSSED DIVISION OF LABOR AND PROVISION OF SERVICES FOR FORTHCOMING FALL FAIR AS OUTLINED BELOW.

3. USLO AND CONGEN WORKING REPRESENTATIVES - USLO OFFICER HOROWITZ WILL ATTEND OPENING AND ABOUT FIRST TEN DAYS OF THE CONFIDENTIAL

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FAIR AND USNO OFFICER ROPE WILL BE ON HAND FOR APPROXIMATELY THE LAST TEN DAYS. CONGEN OFFICER STARBIRD WILL ATTEND FIRST TWO WEEKS AND WILL THEN BE REPLACED, WITH OVERLAP OF TWO DAYS, BY CONGEN OFFICER PERITO FOR FINAL TWO WEEKS.

4. OTHER USG OBSERVERS - IN ADDITION TO USLO AND CONGEN WORKING OFFICERS, COMMERCE DEPARTMENT OFFICER WILLIAM CLARKE DESIRES TO VISIT CANTON DURING THE FAIR AS PART OF ORIENTATION TRIP TO HONG KONG AND PEKING (STATE 159308). USLO AGREES TO THIS PROPOSAL AND WILL DEAL WITH QUESTION OF TIMING AND ARRANGEMENTS IN SEPTTEL. ALSO, CONGEN WOULD LIKE TO SEND COMMERCIAL OFFICER MORRIS ALLEN AND AGRICULTURAL ATTACHE HAROLD CHAMPEAU TO THE FAIR FOR BRIEF FAMILIARIZATION VISITS. USLO AGREES TO LATTER PROPOSAL IN PRINCIPLE. WE ARE CONCERNED, HOWEVER, THAT TOO LARGE A LIST OF REQUESTS FOR AMERICAN PRESENCE AT FAIR MIGHT DRAW NEGATIVE PRC REACTION. IN ADDITION TO FOUR WORKING-LEVEL OFFICERS (PARA 3), THERE IS THE PROPOSAL FOR THE NCUSCT OFFICE AT THE FAIR, THE CLARKE VISIT, AND A PROPOSED VISIT TO THE FAIR BY AN NCUSCT LEADERSHIP DELEGATION (STATE 159467). TO AVOID "OVERLOADING THE CIRCUIT", WE PROPOSE TO MOVE AHEAD WITH APPROACH TO MFT ON PROPOSAL FOR NCUSCT OFFICE, AND AT SAME TIME TO OUTLINE TO MFT OUR PLANS FOR VISITS BY HOROWITZ, STARBIRD, ROPE, PERITO AND CLARKE. ACCORDING TO THE DEGREE OF PRC RECEPTIVITY TO THESE IDEAS, VISAS FOR BRIED VISITS BY ALLEN AND CHAMPEAU COULD BE REQUESTED AT A LATER TIME. IN SCHEDULING THE TIMING OF ALL THESE VISITS, AN EFFORT SHOULD BE MADE TO AVOID HAVING TOO MANY OFFICIAL AMERICANS AT THE FAIR AT ONE TIME.

5. USLO CONSULTATIONS IN HONG KONG - TO FACILITATE COORDINATION OF FAIR ACTIVITIE AND CONGEN-USLO TRADE PROMOTION WORK IN GENERAL, HOROWITZ AND ROPE PLAN TO SPEND TWO FULL WORKING DAYS ON CONSULTATION IN HONG KONG BEFORE OR AFTER THEIR VISITS TO THE FAIR.

6. HOTEL ACCOMMODATIONS - USLO WILL RESERVE A TWO-BEDROOM SUITE WITH SITTING ROOM AT THE TUNGFANG HOTEL FOR THE ENTIRE FAIR. ADDITIONAL ROOMS CAN BE REQUESTED LATER IF NEEDED. SITTING ROOM OF SUITE WILL BE CONSIDERED USG OFFICE SPACE FOR ACCOUNTING PURPOSES (SEE PARA 11 BELOW).

7. COMMERCIAL LIBRARY - HONG KONG IS SUBMITTING SEPTTEL TO CONFIDENTIAL

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COMMERCE COVERING PUBLICATIONS NEEDED FOR CANTON. BOOKS SHOULD BE POUCHED TO HONG KONG IN A WAY THAT WILL ALLOW UNOPENED TRANSSHIPMENT TO CANTON.

8. REPRESENTATION - TO RECIPROCATATE INVITATIONS, EXPAND CONTACTS AND KEEP US REPRESENTATION CONSISTENT WITH THAT OF OTHER COUNTRIES, USLO AND CONGEN PLAN TO HOST AT LEAST TWO RECEPTIONS FOR US BUSINESSMEN AND, IF POSSIBLE, CHINESE OFFICIALS DURING THE FAIR. IN ADDITION, WE SHOULD BE ABLE TO OFFER REFRESHMENTS TO VISITORS TO THE US HOTEL SUITE AS IS CUSTOMARILY DONE BY REPRESENTATIVES OF OTHER GOVERNMENTS AT THE FAIR. USLO WILL ASSUME RESPONSIBILITY FOR ARRANGING IMPORTATION OF BEVERAGES AND OTHER GOODS REQUIRED, FOR DELIVERY TO USLO IN CARE

OF TUNGFANG HOTEL.

9. FAIRE GUIDE - CONGEN HONG KONG HAS COMPLETED AN INITIAL DRAFT WHICH USLO IS IN PROCESS OF REVIEWING FOR ADDITIONS AND COMMENTS. AS SOON AS TEXT IS AGREED UPON, THE CONGEN WILL SUBMIT IT TO THE DEPARTMENT. WE ESTIMATE AN IMMEDIATE NEED FOR 200 COPIES IN HONG KONG AND CANTON WITH ANOTHER 50 FOR PEKING. TOTAL PRINTING OF 750 SHOULD BE SUFFICIENT FOR PEKING AND HONG KONG FOR NEXT TWO FAIRS AND OTHER USE BETWEEN TIMES. GUIDE WILL THEN HAE TO BE SUBSTANTIALLY REVISED BECAUSE OF COMPLETION OF NEW FAIR SITE. IT IS PREFERABLE THAT PRINTING BE DONE IN THE US SO THAT NEITHER POST WILL BE BURDENED WITH SUPERVISING DETAILS OF PUBLICATION. IF, HOWEVER, PRINTING AND POUCH SCHEDULES WOULD NOT PERMIT RECEIPT IN HONG KONG AND PEKING OF INITIAL BATCH OF COPIES BY SEPTEMBER 30 AT LATEST, THE CONGEN COULD, WITH USIS ADVICE, GET IT DESIGNED AND PRINTED IN HONG KONG. IF THIS SHOULD HAPPEN, CONGEN WOULD NEED TO KNOW BY LATE AUGUST AND WOULD NEED A FUND CITATION OR SOME MEANS OF BILLING NCUSCT.

10. COPYING MACHINE - PROVISION OF SECRETARIES, COPYING FACILITIES AND OTHER SERVICES SHOULD BE LEFT TO NCUSCT ONCE USLO HA OBTAINED INITIAL APPROVAL FROM THE CHINESE. SHOULD NCUSCT NOT BE GRANTED PERMISSION FOR AN OFFICE AND SUCH SERVICES AT THE FAIR, CONGEN CAN MAKE PHYSICAL ARRANGEMENTS FOR RENTAL OF A COPYING MACHINE IN HONG KONG TO BE IMPORTED INTO CANTON, ON A TEMPORARY BASIS, BY USLO.

11. FUNDING - PROVISION OF ALL THESE SERVICES IN CANTON AND CONFIDENTIAL

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USLO CONSULTATIONS IN HONG KONG WILL REQUIRE EXPENDITURES BEYOND THOSE NORMALLY REQUIRED FOR COMMERCIAL PROMOTION BY EITHER CONGEN OR USLO. WE BELIEVE SUPPLEMENTARY FUNDS SHOULD BE MADE AVAILABLE BY STATE AND COMMERCE FOR THIS PURPOSE. OUR INITIAL ESTIMATE OF THE AMOUNTS NEEDED TO MEET THESE EXPENSES IS AS FOLLOWS:

A) FOR USLO PEKING: REPRESENTATION OUTLINED IN PARA 7 ABOVE (DOLS300); ROUND-TRIP TRANSPORTATION FOR TWO OFFICER TO CANTON (DOLS200); ROUND-TRIP TRANSPORTATION FOR TWO OFFICER FROM CANTON TO HONG KONG FOR CONSULTATIONS (DOLS100); PER DIEM FOR USLO OFFICERS IN HONG KONG FOR POSSIBLE TOTAL OF EIGHT CALENDAR DAYS (DOLS332); PER DIEM IN CANTON FOR TOTAL OF TWENTY-TWO DAYS (DOLS528); AND USLO CONTRIBUTION TO OFFICE SPACE IN CANTON (DOLS180).

B) FOR CONGEN HONG KONG: ROUND-TRIP TRANSPORTATION FOR TWO OFFICERS TO CANTON (DOLS100); PER DIEM FOR CONGEN OFFICERS IN CANTON, 36 DAYS TOTAL (DOLS864); CONTRIBUTION TO OFFICE SPACE IN CANTON (DOLS414). ADDITIONAL FUNDS MAY BE NECESSARY FOR RENTAL OF A COPYING MACHINE IN HONG KONG. (IF DESIRED, SOME REIMBURSEMENT COULD BE OBTAINED FROM BUSINESSMEN FOR USE OF

THE COPYING MACHINE.)

12. CONGEN HONG KONG HAS NOT SEEN ALL OF THE FOREGOING, ANDUSLO
WOULD APPRECIATE ANY FURTHER COMMENT. IN PARTICULAR, CONGEN SHOULD
CHECK FUNDING ESTIMATES PARA 11 ABOVE AND, IF POSSIBLE, PROVIDE
ESTIMATE ON COST OF COPYING MACHINE RENTAL.

13. DEPARTMENT COMMENTS, ESPECIALLY CONCERNING REQUEST FOR
SUPPLEMENTARY FUNDING, REQUESTED.
BRUCE

CONFIDENTIAL

<< END OF DOCUMENT >>

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